



STATE OF INDIANA

MITCHELL E. DANIELS, JR., Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: August 2, 2011

To: Nicole Kenney, Deputy Commissioner *NK*
Indiana Department of Administration

From: Teresa Deaton-Reese, CPPO, Strategic Sourcing Analyst

Subject: Recommendation for Selection of Toilet Tissue, ASA-11-078, for the State of Indiana,
Pen Products

Estimated Amount of One (1) Year Contract: \$897,500.00

Based on the evaluation of the bids received, **Missouri Vocational Enterprise is recommended for award.** Terms of this recommendation are included in this letter.

The State of Indiana received four (4) proposals:

- Missouri Vocational Enterprise
- Acorn Paper
- Salem True Value Hardware
- Tienken Industrial

The State of Indiana evaluated bids based on the lowest price per case of 1 & 2 ply Toilet Tissue and freight charges based upon offers received by the respondents listed above. When necessary, the state requested additional information or clarification from respondents to ensure specifications were met.

Missouri Vocational Enterprise and Tienken Industrial claimed the Recycled Preference and their products offered was deemed to meet this preference and the manufactures certifications are on file, therefore, Missouri Vocational Enterprise and Tienken Industrial received a 15% price preference for evaluation purpose on the line items for the products requested.

Salem True Value claimed the Indiana Business Preference and was deemed an Indiana company; therefore, Salem True Value received a 1% price preference on both line items requested.

Missouri Vocational Enterprise, Acorn Paper, and Salem True Value claimed the US Manufactured Preference on both line items.

All respondents were given the opportunity to improve the pricing from their original bid. The updated pricing is reflective in the final evaluation and detailed below and as a result produced a savings of


\$25,200 dollars or 3%. Tieken Industrial submitted new pricing that is not reflective below due to the fact that their new pricing submitted was based on bidding a completely different product that did not meet the specifications requested.

VENDOR	Total Yearly Price	PREFERENCE CLAIMED	Evaluation Amount
Missouri Vocational Enterprise	\$897,500.00	Recycled – 15%	\$767,555.00
Acorn Paper	\$1,058,160.00	None	1,058,160.00
Tieken Industrial	\$1,233,830.00	Recycled – 15%	\$1,054,875.50
Salem True Value Hardware	\$1,319,476.64	IBP – 1%	\$1,306,281.87

Award Summary

During the course of evaluation, the state scrutinized all proposals to determine the viability of the proposed business solutions to meet the needs of the state. The state evaluated proposals based on the stipulated criteria outlined in the bid documents. Based on the bid prices submitted, the state has determined that Missouri Vocational Enterprise should be selected to enter into contract negotiations with the state.

The contract will be for a period of one (1) year. At the discretion of the State, there may be three (3) one (1) year renewals. In no event shall the term exceed a total of four (4) years.


Teresa Deaton-Reese, CPPO
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Indiana Department of Administration